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| **Job Title** | Corporate Sales Executive |
| **Reports to** | Head of Operations |
| **Department** | Marketing, Research and Development |
| **Work relations** | Sales Team |
| **Supervises** | N/A |

**Job Purpose**

The Corporate Sales Executive is responsible for driving sales growth through acquisition and retention of corporate clients, fleet buyers, NGOs, delivery companies, and other institutions. The role focuses on developing business opportunities, building client relationships, negotiating sales contracts, and achieving set revenue targets for motorbikes and related products/services.

**Job Duties;**

**1. Business Development & Sales**

* Identify and pursue new business opportunities with corporate clients, fleet buyers, and institutional customers.
* Conduct market research to understand client needs, industry trends, and competitors’ strategies.
* Develop and implement effective sales strategies to achieve and exceed monthly/quarterly targets.
* Prepare and deliver tailored sales presentations and proposals to prospective clients.
* Negotiate and close deals while ensuring profitability and long-term partnerships.

**2. Client Relationship Management**

* Build and maintain strong relationships with key decision-makers in client organizations.
* Provide after-sales support and ensure customer satisfaction for repeat business.
* Act as the primary contact for corporate accounts, addressing inquiries, complaints, and service needs.

**3. Sales Administration & Reporting**

* Maintain accurate records of sales activities, pipeline, and customer data in the CRM system.
* Prepare regular sales reports, forecasts, and analysis for management.
* Collaborate with finance, logistics, and service teams to ensure timely delivery, registration, and servicing of motorbikes.

**4. Marketing & Brand Promotion**

* Support promotional campaigns, exhibitions, and corporate events to enhance brand visibility.
* Provide feedback from clients to the marketing team for product development and improvement.

**Job specifications;**

* Bachelor’s degree in Business, Sales & Marketing, or related field.
* 3–5 years’ experience in B2B or corporate sales (preferably in automotive, motorbike, fleet management, or logistics industry).
* Proven track record of achieving and exceeding sales targets.
* Strong negotiation, networking, and presentation skills.
* Proficiency in MS Office and CRM software.
* Valid driving/riding license (added advantage).